

Market Engagement Event

Nursing Homes

Date – Tuesday 18th July & Wednesday 19th July 2023

Agenda

- **Welcome and Introductions**
- **Purpose of the event**
- **Current commissioning/contract management, payment**
- **Arrangements and reasons for the change.**
- **Anticipated Benefits**
- **Overview of Access Adam and the new DPS / system**
- **Q&A**

Purpose of Event

Lancashire and South Cumbria Integrated Care System have commissioned Access *Adam* to implement brokerage and contracting services for all NHS funded CHC Nursing care packages

There are various arrangements/contracts in place with providers which results in fragmented brokerage and other inefficiencies – the introduction of the new system will improve these significantly

New process will improve experience for all stakeholders – **providers will benefit from one-stop-shop approach, covering contracting and payments**

adam representative will be giving a system and process overview and provide information on how to sign-up

What are the changes?

- The new brokerage tool will replace current package sourcing processes and will enable providers to more smoothly pick up packages that fit within their availability
- This will be facilitated through the distribution of detailed Individual Service Plans (ISP's), outlining the specific needs of potential clients – providers committed to delivering high quality care will need to express their interest and why they are suitable for the care package to be considered by the ICB
- Streamline payments approval process to enable providers to be paid quickly

Provider Benefits

- All expenditure will go through this process – opportunity to grow your business
- Gain visibility of care packages that need fulfilling
- Open and simplified application process

New process

In completing your registration, you will be required to select specific areas of care that you would like to receive referral notifications for – linked to LSC needs analysis

Once enrolled onto your chosen categories (below), you will start to receive notifications of appropriate opportunities, which you can either accept or decline

This will save you time as you will not have to manually answer calls to decline opportunities that you are not able to fulfil

Service Categories
Nursing care 18-64
Nursing care over 65
Nursing Care for Dementia 18-64
Nursing Care for Dementia over 65

Nursing care pricing discussion

- The use of the DPS system has already been agreed and approved
- How it is to be priced is what we would like to discuss with you as our care providers
- There is a number of options we can consider which are available through the system
 - Competitive pricing via the DPS system – so effectively bidding for care
 - Fixed pricing so all nursing care will be at a fixed pricing
 - Tiered pricing – where additional clinical care needs are considered on top of a base price for the Nursing bed.
 - All pricing mechanisms would be uplifted annually in April by the ICB's approved uplift

We would welcome your thoughts?

Continuous Observations

“Continuous observation” in this context refers to 1:1 or similar levels of observation. As these levels of observation potentially amount to a deprivation of liberty, there is a need to evidence at all times that the continuous observation is:

- 1) **Necessary**
- 2) **In the persons best interest**
- 3) **The least restrictive option**

In line with best practice, we wish to minimise the use of continuous observation- it is restrictive in nature and is not evidenced as the most effective model of care for individuals with challenging behaviour. If approved it would be typically authorised for 2-4 weeks and then reviewed. It will be paid at a set rate of a permanent member of care staff

Before requesting Continuous observation the provider must evidence:-

1. **that they have eliminated possibility of physical health issues with support from the GP, dentist or other primary health services**
 2. **have sought advice/help from CMHT, Home Treatment Team or other relevant services**
 3. **A risk assessment that demonstrates the need for continuous observation (e.g. violent or serious sexually inappropriate behaviour). Continuous observation in this context is not intended for verbal aggression, management of falls risk or wandering.**
- The ICB will not usually agree to fund 1:1 care for a falls history and high falls risk- we would expect the care home to utilise assistive technology and other reasonable options to mitigate any risk to an acceptable level.
 - The ICB will review the need for continuous observation
 - Reserve the right to make unannounced quality visits as continuous observation will be Imputable to the ICB
 - Reserve the right to curtail support for CO if it is deemed to no longer meet all 3 conditions set above .

Introducing Access Adam

Access Adam delivers a digital commissioning solution, to manage the end-to-end process from accrediting providers, to buying personalised services, to single weekly billing.

View public sector opportunities



1

Join approved
supply base

View criteria
Register services
Application review



2

Commissioning

Receive personalised requirements
Offer ranking
Contract award



3

Service delivery

Updating contracts
Invoicing
Contract management

View public sector opportunities



Terminology & useful links

- www.sproc.net - the platform being used
- **The Access Group** – the company that owns the Access Adam products
- adamproviders.co.uk - the 'shop window' to view opportunities and how to register
- **Accreditation and Enrolment (A&E)** – selection criteria required to be approved on SProc.Net
- **Service Agreement (SA)** – name of contracts
- **Service Receipt (SR)** – the receipt/invoice for the delivery of services
- **Self Bill** – system generated Invoice
- **Dynamic Purchasing System (DPS)** - electronic procurement model

Becoming an approved provider



Registration

SProc.Net

Company Name

Address

Details for 1st User



Accreditation

Sub-contractor Information
(optional)

Supplier agreement

Self-Bill agreement

Declaration statement



Enrolment

Single Procurement
Document
(optional)

Contract examples

Insurance documents



System Walkthrough

Looking ahead



**Lancashire and
South Cumbria**
Integrated Care Board

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Next steps

- Visit adamproviders.co.uk
- Gather requisite documents for onboarding
- Complete the A&E Process
- Attend one of the upcoming Drop-In Sessions (Invites Pending)
- Look out for further communications regarding upcoming SProc.Net training sessions and portal updates
- Look out for Nursing Home Requirements from Lancashire and South Cumbria ICB once the portal goes live in October 2023

Documents required

Accreditation

- Supplier Agreement
- Declaration Statement
- Self-Bill Agreement
- Sub-Contractor Information

Enrolment

- Service Provider CQC Registration Certificate
- Employers (£10m) and Public (£5m) proof of Insurance
- Contract examples – template supplied
- Financial Documentation
- Single Procurement Document

Help & assistance

For queries regarding your Accreditation & Enrolment applications please contact Access Adam:

 **Email:** adam.projects@theaccessgroup.co.uk

 **Phone:** request a phone call by emailing the team



**Lancashire and
South Cumbria**
Integrated Care Board

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